U. S. Army Medical Command Acquisition Strategy Briefing

Professional Health Care Provider Services
Walter Reed National Military Medical Center – June 1, 2012
[FName, LName], Health Care Acquisition Activity –

Acquisition Strategy Briefing Agenda

- Introduction of Meeting Participants
- Description of Program
- Procurement History
- Acquisition Strategy
- Acquisition Schedule
- Questions & Answers / Discussion
- Follow-up Actions

Meeting Participants

- FName LName, Contracting Officer, HCAA-N
- FName LName, Deputy Head of Contracting Activity, HCAA-N
- FName LName, Competition Advocate, HCAA-N
- FName LName, Associate Procurement Director for Quality Assurance, HCAA-N
- FName LName, Small Business Specialist, HCAA-N
- FName LName, Office of the General Counsel
- FName LName, Program Manager
- FName LName, Program Director
- FName LName, Program Budget Officer

Description of the Professional Health Care Provider Services Program

- The Professional Health Care Provider (HCP) Services Program of Health Care Acquisition Activity – North (HCAA-N) provides critical support to the Army Medical Department (AMEDD). HCAA-N awards and administers contracts for physicians; nurses; transcription, laboratory, and maintenance services; dentists; pharmacists; and a variety of medical-specific technicians.
- The Program’s mission is to provide sound business advice and quality contracting support that is responsive to today's health care requirements, as well as prepare for changes in contracting demands to support the health care environment of the future.
- Recent changes in the force structure of the Army, and increases in the number and duration of deployments and rotations, have placed additional requirements on the Army to deliver timely and complete medical services to its returning veterans. The HCP services program relies on contractor support to obtain those services.

Procurement History

Fiscal Year	2002	2004	2006	2008	2010
Obligations	$$$	$$$	$$$	$$$	$$$
Actions	# #	# #	# #	# #	# #

- The HCP Services Program has acquired services for the WRNMMC—and its predecessor installations, facilities, and clinics—for over 10 years. During that time, the volume of contractual services has grown exponentially. The table above illustrates the overall level of growth.
- HCAA-N has developed standard procedures and policies to support the growth in demand for medical and support services. Use of standard contract language, pre-formatted Performance Work Statements, standard Position Descriptions, and automated tools have resulted in increased efficiency.
- The instant requirement has been competed successfully in the past, using a cost plus fixed fee pricing strategy. Teaming of vendors has been encouraged, with satisfactory results.

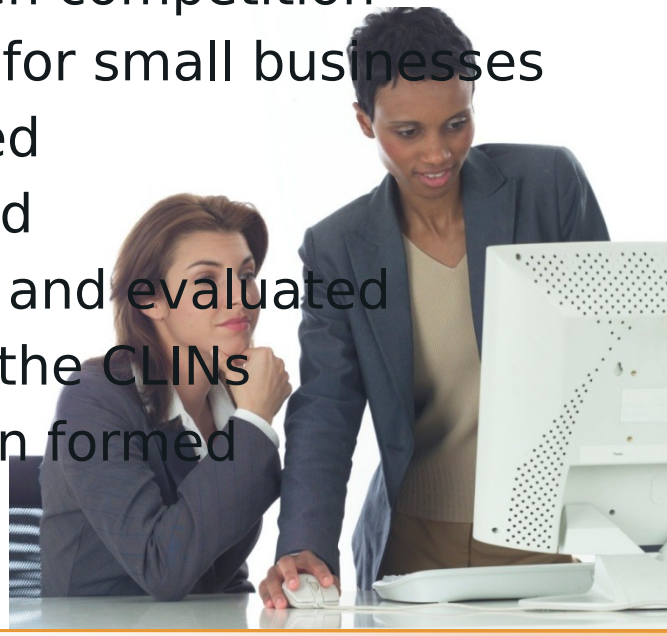
Procurement History (Continued)

Fiscal Year	2002	2004	2006	2008	2010
Competitive	X%	X%	X%	X%	X%
Non-Competitive	Y%	Y%	Y%	Y%	Y%

- HCAA-N has also achieved a high level of competition in the HCP contract services program. As indicated above, over #% of contract obligations in fiscal year 2010 were awarded through competitive procedures.
- Performance of the instant requirement has been highly satisfactory, as measured by customer surveys, and a review of prior contracts by the Medical Command's Headquarters staff resulted in the following lessons learned:
  - Lesson 1
  - Lesson 2
  - Lesson 3
- Action plans were developed to capture the lessons learned and improve the performance of this requirement in future awards.

Acquisition Strategy Discussion

- An Indefinite Delivery contract is being considered, with work assigned via Task Orders
- An Industry Day is being considered, depending on the outcome of the database search with SBA and the potential vendor list developed by the PM and CO. Local physician's referral services have been contacted, and a Sources Sought Notice will be published.
- The acquisition is planned for full and open competition
- Part of the requirement may be set aside for small businesses
- A cost plus fixed fee contract is anticipated
- Past performance, technical approach, and management capabilities will be solicited and evaluated
- Cost analyses will be performed for all of the CLINs
- An integrated procurement team has been formed



Acquisition Schedule

Event	Date	Notes
Event 1	mm/dd/yyyy	Ensure OGC participation
Event 2	mm/dd/yyyy	
Event 3	mm/dd/yyyy	Dependent on completion of Event 2
Event 4	mm/dd/yyyy	
Event 5	mm/dd/yyyy	Consider HCA status briefing
Event 6	mm/dd/yyyy	May be combined with Event 7
Event 7	mm/dd/yyyy	
Event 8	mm/dd/yyyy	
Event 9	mm/dd/yyyy	

Questions and Answers / Discussion

Follow-up Actions

- Program Manager and Contracting Officer to develop list of potential vendors for Industry Day
  - Due Date: mm/dd/yyyy
- Small Business Specialist to contact Small Business Administration for database search on HCPs in Northern Region
  - Due Date: mm/dd/yyyy
- Contract Specialist to provide Draft RFI for review by General Counsel Attorney-Advisor
  - Due Date: mm/dd/yyyy
- Program Manager to provide first draft of IGE
  - Due Date: mm/dd/yyyy